



## NYS Beginning Farmer Competitive Grant Program

### Lenders Network

**T**he Beginning Farmer Competitive Grant Program operates on a reimbursement basis. If funded, applicants will need access to funds to implement their project before grant funds are received. Because a strong relationship with a financial institution is helpful for any business, applicants are encouraged to speak first with their current financial institution and learn if they have bridge, or operating loan programs that would meet the business needs for the grant project. The Beginning Farmer Competitive Grant Program is able to offer an “Assignment of Payment” for the grant reimbursement.

The list below includes information provided by potential lenders, both public and private who understand the needs of small businesses and are aware of this grant program. The Track 1 and Track 2 references the Beginning Farmer Competitive Grant Program award sizes.

The U.S. Economic Development Administration also supports institutions in NYS to provide revolving loans to businesses. A directory for its Revolving Loan Fund program is available [here](#). Not all these lenders will be familiar with this grant program. If they have questions, they may contact Aileen Randolph, [arandolph@nyfvi.org](mailto:arandolph@nyfvi.org)

*Note: These lists are provided to help applicants research options. There is no guarantee that these lenders will be able to provide loans.*

#### STATEWIDE MARKET AREA

##### Farm Credit East.

Area Served: We have 10 offices in New York. From West to East, they are: Mayville, Batavia, Hornell, Geneva, Cortland, Watertown, Potsdam, Cooperstown, Greenwich, and Claverack

Loan sizes: Both track 1 and track 2

Types of loans: Funds can be used for the start-up, improvement or expansion of a farm operation, worker or apprenticeship training (BFCG only), marketing activities, the purchase of agricultural land and physical structures thereon (BFCG only), the purchase of machinery, equipment, the purchase of livestock (BFCG only), the construction or improvement of physical structures, including semi-permanent structures, Architectural and engineering costs, Consultants, Technical service providers

Additional information: We can finance hemp production as prescribed in the Farm Bill but cannot finance Marijuana production until such time as it is federally legal. For grantees needing up to \$75,000 in funding, we could finance them through our FarmStart program which offers financing without any collateral or down payment requirements. For grantees needing more than that amount, we would finance them through our normal underwriting process, which typically would require collateral. Grantees can inquire for more details.

Interest rate information: Our interest rates are based on our cost of capital using a formula that incorporates risk and loan size, but basically they are usually close to the Prime Rate (currently 8.0% as of 10/16/2024).

Loan Review timeframe: Typically within 10 days.

*The Beginning Farmer competitive grant program is funded by the State of New York and administered by the New York Farm Viability Institute in partnership with the NYS Department of Agriculture and Markets. This Request for Proposals (RFP) utilizes the generous appropriation from the New York State Governor and legislature in the 2022/23 fiscal year appropriation.*

Contact: [chris.laughton@farmcrediteast.com](mailto:chris.laughton@farmcrediteast.com), 800-562-2235

<https://www.farmcrediteast.com/>

### **USDA Farm Service Agency**

Conditions of loan: Formal assignment of grant, Collateral.

Loan sizes: Both Track 1 and Track 2.

Types of loans: Funds can be used for the start-up, improvement or expansion of a farm operation, marketing activities (BFCG only), the down payment for the purchase of agricultural land and physical structures thereon (BFCG only), the purchase of machinery or equipment, the purchase of livestock (BFCG only), the construction or improvement of physical structures, including semi-permanent structures, architectural and engineering costs, services provided by consultants, services provided by technical service providers. Please go to this link for the types of loans that are best suited for this organization: <https://www.fsa.usda.gov/programs-and-services/farm-loan-programs/index>.

Additional information: Each loan is case by case - <https://www.fsa.usda.gov/programs-and-services/farm-loan-programs/index>

Interest rate information: Interest rates changes monthly, can be found here: <https://www.fsa.usda.gov/programs-and-services/farm-loan-programs/index>.

Loan Review timeframe: Offers a commitment to a loan review 60 from receiving completed loan application, and completed environmental review.

Contact: Lynnette Wright, Beginning Farmer Coordinator, [lynnette.wright@usda.gov](mailto:lynnette.wright@usda.gov)

<https://www.fsa.usda.gov>

### **Walden Mutual Bank.**

Conditions of loan: Formal assignment of grant, Collateral, Personal guarantee.

Loan sizes: Track 2: \$50,000 to \$250,000 (24-month project).

Types of loans: Funds can be used for the start-up, improvement or expansion of a farm operation, the purchase of machinery or equipment, the purchase of livestock (BFCG only), the construction or improvement of physical structures, including semi-permanent structures.

Additional information: Would treat as a Line of Credit

Interest rate information: Lines of Credit are priced based on Wall Street Journal Prime plus a margin and are variable for the 2-3 year term.

Loan Review timeframe: Not applicable

Contact: Jean Conklin, Agricultural Lender, [jean@waldenmutual.com](mailto:jean@waldenmutual.com)

<https://www.waldenmutual.com/>

## **REGIONAL MARKET AREAS**

### **Development Authority of the North Country.**

Area Served: The counties of Jefferson, Lewis, St. Lawrence, Clinton, Essex, Franklin, Hamilton.

*The Beginning Farmer competitive grant program is funded by the State of New York and administered by the New York Farm Viability Institute in partnership with the NYS Department of Agriculture and Markets. This Request for Proposals (RFP) utilizes the generous appropriation from the New York State Governor and legislature in the 2022/23 fiscal year appropriation.*

Conditions of loan: Formal assignment of grant, Collateral, Personal guarantee.

Loan sizes: Both Track 1 and Track 2

Types of loans: Funds can be used for the start-up, improvement or expansion of a farm operation, the down payment for the purchase of agricultural land and physical structures thereon (BFCG only), the purchase of machinery or equipment, the purchase of livestock (BFCG only), the construction or improvement of physical structures, including semi-permanent structures, architectural and engineering costs.

Additional information: Can fund up to 40% of the total project cost for both Track 1 and Track 2. Loans that are best suited for this organization are projects that create value added agri-products or increase the amount to the market.

Interest rate information: WSJ Prime minus 1 with a floor of 3%.

Loan Review timeframe: Within 30 days from complete application submission.

Contact: Michelle Capone, [mcapone@danc.org](mailto:mcapone@danc.org)

<https://www.danc.org/>

### **Delaware County Economic Development.**

Area Served: Serves the county of Delaware.

Conditions of loan: Formal assignment of grant, Collateral, Personal guarantee.

Loan sizes: Both Track 1 and Track 2

Types of loans: Funds can be used for the start-up, improvement or expansion of a farm operation, worker or apprenticeship training (BFCG only), marketing activities (BFCG only), the down payment for the purchase of agricultural land and physical structures thereon (BFCG only), the purchase of machinery or equipment, the purchase of livestock (BFCG only), the construction or improvement of physical structures, including semi-permanent structures, architectural and engineering costs, services provided by consultants, services provided by technical service providers.

Additional information: Business Plan Required (we can assist)

Interest rate information: 4% interest, term based upon use, we have a dedicated loan fund solely for agriculture. Rates set by the LDC Board in January of each year.

Loan Review timeframe: Offers a commitment to a loan review within 30 days for complete applications.

Contact: Glen Nealis, [glenn.nealis@co.delaware.ny.us](mailto:glenn.nealis@co.delaware.ny.us)

Contact: Lindsay Whitbeck, [lindsay.whitbeck@co.delaware.ny.us](mailto:lindsay.whitbeck@co.delaware.ny.us)

<https://dcecodev.com/>

### **Lake Champlain - Lake George Regional Planning Board.**

Area Served: Clinton, Essex, Franklin, Hamilton, Jefferson, Lewis, St. Lawrence, Warren, & Washington Counties

Conditions of loan: Formal assignment of grant, Collateral, Personal guarantee

Loan sizes: Track 2: \$50,000 to \$250,000 (24-month project)

Types of loans: Funds can be used for the start-up, improvement or expansion of a farm operation, marketing activities (BFCG only), the down payment for the purchase of agricultural land and physical structures thereon

*The Beginning Farmer competitive grant program is funded by the State of New York and administered by the New York Farm Viability Institute in partnership with the NYS Department of Agriculture and Markets. This Request for Proposals (RFP) utilizes the generous appropriation from the New York State Governor and legislature in the 2022/23 fiscal year appropriation.*

(BFCG only), the purchase of machinery or equipment, the construction or improvement of physical structures, including semi-permanent structures, architectural and engineering costs.

Additional information: As a Business Development Coordinator and/or Director we cannot approve/determine our collateral, that is determined by our loan administrative committee. Some requirements include are but not limited to: Business Plan, Financial's, Tax Returns, Personal Financial Statement, DBA/Partnership Papers, etc. Although we would be willing to adjust some of our requirements for this type of program to make the process easier the grant awardees. Minimum \$25,000 up to \$200,000. Current minimum term is 5 years at a fixed rate for up to 15 years (for real estate). We are willing to adjust our current program or these specific borrowers with respect to term length and amortization type, if needed.

Interest rate information: For fiscal year 2024 (January - December) is 5 to 9% and is determined by the loan committee for each individual loan.

Loan Review timeframe: 3 months (90-120 Days)

Contact: Ian Danforth, Business Development Coordinator, [ian.danforth@lclgrpb.org](mailto:ian.danforth@lclgrpb.org)

<https://www.lclgrpb.org/>

### **Madison County Industrial Development Agency.**

Area Served: Madison

Conditions of loan: Collateral, Personal guarantee

Loan sizes: Both Track 1 and Track 2

Types of loans: The start-up, improvement or expansion of a farm operation, worker or apprenticeship training (BFCG only), marketing activities (BFCG only), the down payment for the purchase of agricultural land and physical structures thereon (BFCG only), the purchase of machinery or equipment, the purchase of livestock (BFCG only), the construction or improvement of physical structures, including semi-permanent structures, architectural and engineering costs, services provided by consultants, services provided by technical service providers.

Additional information: We stand ready to help facilitate short-term loans to committed grant recipients. Personal guarantees will be required along with proof of grant awards.

Interest rate information: Prime plus 1% is the standard, but we are willing to accept proposals on a case-by-case or loan-by-loan basis, given the Federal Reserve's historically high prime rate at the moment.

Loan Review timeframe: Typically within 30-days of a complete application.

Contact: Kipp Hicks, [director@madisoncountyida.com](mailto:director@madisoncountyida.com)

<https://www.madisoncountyida.com/>

### **Mohawk Valley Economic Development District, Inc (MVEDD).**

Area Served: Serves the counties of Fulton, Herkimer, Montgomery, Oneida, Otsego, and Schoharie.

Conditions of loan: Formal assignment of grant, Collateral, Personal guarantee

Loan sizes: Both Track 1 and Track 2.

Types of loans: Funds can be used for the start-up, improvement or expansion of a farm operation, the down payment for the purchase of agricultural land and physical structures thereon (BFCG only), the purchase of

*The Beginning Farmer competitive grant program is funded by the State of New York and administered by the New York Farm Viability Institute in partnership with the NYS Department of Agriculture and Markets. This Request for Proposals (RFP) utilizes the generous appropriation from the New York State Governor and legislature in the 2022/23 fiscal year appropriation.*

machinery or equipment, the purchase of livestock (BFCG only), the construction or improvement of physical structures, including semi-permanent structures. We would be able to cover the following: land purchase, building purchase, equipment purchase, building renovations, leasehold improvements, furniture/fixtures, inventory, working capital. Consultants, architectural and engineering costs would fall outside this.

Additional information: While the application will be on the website, the applicant should reach out before completing. We do ask for supporting documentation - we have a checklist on our application. For any bridge loans for grantees, they will need to prove they have the match ready and we will only cover the grant portion so they can start their project. All applications need to go in front of our board for approval. Right now, we will do loans up to \$100,000 and for 12 months. When discussing the length, we did say that if a project was not complete within the 12 months, that we would be able to extend it. So track 1 yes, but track 2 - only up to \$100,000. There is a \$200 application fee (if approved) and 1/2% commitment fee and 1/2% closing fee. We review applications as they are received. We are starting a program to offer bridge financing to any grant awardee, beginning farmers would be included in that group.

Interest rate information: We have to follow our EDA RLF rules. Interest rate would be 4% fixed (we can't go below this). Borrower would have interest only payments until the grant is paid to them at which time, the grant money would be paid to us to pay off the total loan.

Loan Review timeframe: As long as all the documentation is included, we normally have an answer to an applicant within a couple of weeks (depends on when we can get a quorum for the board meeting).

Contact: Heather Devitt or Steve Smith, [hdevitt@mvedd.org](mailto:hdevitt@mvedd.org)

<https://mvedd.org/>

### **The Enterprise Center at PathStone.**

Area Served: Primarily serves the counties in WNY (Erie, Niagara, Monroe, etc.).

Conditions of loan: Collateral, Personal guarantee.

Loan sizes: Both Track 1 and Track 2

Types of loans: Funds can be used for the start-up, improvement or expansion of a farm operation, the purchase of machinery or equipment, the construction or improvement of physical structures, including semi-permanent structures.

Additional information: Some loans may be approved with mandatory post-technical assistance.

Interest rate information: 7.5 - 9.5%, fixed interest rate. Rates are based on risk factors of the business, including but not limited to a startup vs. existing business.

Loan Review timeframe: Not applicable.

Contact: Yahaira Zapata - Deputy Director for Economic Development – NY, [yzapata@pathstone.org](mailto:yzapata@pathstone.org)

<https://www.theenterprisecenterinc.org/>

### **The Lyons National Bank.**

Area Served: Steuben, Yates, Ontario, Wayne, Seneca, Monroe, Onondaga, Cayuga, Schuyler

Conditions of loan: Formal assignment of grant, Collateral, Personal guarantee

Loan sizes: Both Track 1 and Track 2

*The Beginning Farmer competitive grant program is funded by the State of New York and administered by the New York Farm Viability Institute in partnership with the NYS Department of Agriculture and Markets. This Request for Proposals (RFP) utilizes the generous appropriation from the New York State Governor and legislature in the 2022/23 fiscal year appropriation.*

Types of loans: Funds can be used for the start-up, improvement or expansion of a farm operation, worker or apprenticeship training (BFCG only), marketing activities (BFCG only), the down payment for the purchase of agricultural land and physical structures thereon (BFCG only), the purchase of machinery or equipment, the purchase of livestock (BFCG only), the construction or improvement of physical structures, including semi-permanent structures, architectural and engineering costs, services provided by consultants, services provided by technical service providers.

Additional information: We would like to clearly spell out the uses of funds and the expected source of repayment (cash flow from operations, sale of new products, from grant receivable, etc.)

Interest rate information: The rates are determined based on the overall risk profile of the loan and current market conditions. The major contributing factors to this decision are the standard 5 C's of credit analysis (credit/character, cash flow, collateral, conditions/use of funds, capital). Current rates are competitive in the market. We are happy to provide a proposal for specific requests.

Loan Review timeframe: Individual approval time frames vary based on the size and complexity of the loan request. Most can be approved and committed within 1-2 weeks of application.

Contact: Ryan Hallings, [rhallings@bankwithlnb.com](mailto:rhallings@bankwithlnb.com)

<https://bankwithlnb.com/>